

Message Text

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ACTION AF-07

INFO OCT-01 ISO-00 EB-04 RSC-01 /013 W

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P R 121544Z NOV 74

FM AMEMBASSY LAGOS

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 6791

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E.O. 11652: N/A

TAGS: BMEP, ELTN, NI

SUBJ: MAJOR PROJECT: RAILWAY DEVELOPMENT

REFS: (A) LAGOS 9632 AND PREVIOUS;

(B) STATE 240984

1. ACCORDING TO INFORMATION RECEIVED TODAY, NIGERIAN RAILWAY CORPORATION (NRC) IS SEEKING FOREIGN CONSULTANT, ON URGENT BASIS, TO SUPERVISE ENTIRE PROJECT INVOLVING CONVERSION OF RAIL SYSTEM FROM NARROW TO STANDARD GAUGE. THIS IS MAJOR OPPORTUNITY OFFERING IMMENSE FOLLOW-ON EXPORT POTENTIAL. MAJOR EXPORT PROJECTS DIVISION URGED TO MAKE MAXIMUM EFFORT TO FACILITATE PROPOSAL BY U.S. FIRM OR FIRMS PRIOR TO DECEMBER 5 DEADLINE.

2. INFORMATION MADE AVAILABLE TO EMBASSY IN CONFIDENTIAL NRC DOCUMENT DATED NOVEMBER 4, BY LOCAL NIGERIAN BUSINESSMAN, J.B. TUNDE JOHNSON, MANAGING DIRECTOR, BUSINESS COORDINATION INTERNATIONAL NIGERIA LTD., LAGOS. DOCUMENT SPELLS OUT SCOPE OF CONSTRUCTION TO BE DONE AND PROPOSED ROLE FOR CONSULTANT. MAIN POINTS OUTLINED BELOW.

3. SCOPE OF WORK: CONVERSION IS FROM 3 FEET 6 INCH GAUGE TO 4 FEET 8 1/2 INCH GAUGE. NEW STANDARD GAUGE TRACK WILL RUN ALONGSIDE EXISTING NORTH-SOUTH LINES, ACTION BEING TAKEN TO STRAIGHTEN AND STRENGTHEN LINE AS MUCH AS POSSIBLE. OBJECTIVE IS TO PROVIDE SECOND TRACK ON STANDARD GAUGE, AND LATER

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CONVERT EXISTING TRACK TO STANDARD GAUGE AS WELL. EXISTING

SYSTEM COVERS 3,505 ROUTE - KILOMETERS. NEW CONSTRUCTION TO SPAN 3,680 ROUTE - KILOMETERS.

4. ROLE OF CONSULTANT: SINGLE CONSULTANT WOULD ADVISE ON AND SUPERVISE ENTIRE PROJECT. TENTATIVE TERMS OF REFERENCE AS FOLLOWS:

(A) ADVISE ON ESTABLISHMENT OF PROJECT MANAGEMENT; (B) ADVISE ON APPOINTMENT OF TECHNICAL EXPERTS TO PERFORM SURVEYS AND CONDUCT CIVIL ENGINEERING WORKS (LATTER TO INCLUDE DETAILED DESIGNS, PREPARATION OF SPECIFICATIONS AND CONTRACT DOCUMENTS, INVITATION TO TENDER, EVALUATION OF TENDERS BY MEANS OF QUOTE STREAMLINED SYSTEM UNQUOTE, AND DETERMINATION OF COST ASPECTS OF PROJECT); (C) MAKE RECOMMENDATIONS ON DESIGN PARAMETERS, MAXIMUM SPEEDS OF PASSENGER AND FREIGHT TRAINS, SIGNALLING AND COMMUNICATIONS SYSTEMS, MAXIMUM FREIGHT TRAIN LOAD, AXLE LOAD, ETC; (D) PHASING OUT OF PROGRAM -- CONSTRUCTION OF NEW LINE, CONVERSION OF EXISTING SYSTEM TO STANDARD GAUGE; (E) ADVISE ON POSSIBLE FUTURE ELECTRIC TRACTION ON RAILWAY SYSTEM, BEARING IN MIND DEVELOPMENT PROGRAM OF NATIONAL ELECTRIC POWER AUTHORITY; (F) ADVISE ON BOTH PRESENT AND FUTURE MANPOWER NEEDS AND TRAINING OF NIGERIANS IN NRC.

5. DOCUMENT REQUESTS THAT CONSULTANT INDICATE EXTENT OF ITS EXECUTIVE CAPACITY FOR HANDLING PROJECT, STATING DETAILS OF SIMILAR PROJECTS UNDERTAKEN, INFO ON TECHNICAL PERSONNEL, PROFESSIONAL ASSOCIATES, SUPPORTING TECHNOLOGY, ETC. PROPOSALS DUE BEFORE THURSDAY, DECEMBER 5, SHOULD BE MARKED QUOTE RPD/CON. 1435 UNQUOTE AND SUBMITTED TO: GENERAL MANAGER/NIGERIAN RAILWAY CORPORATION/EBUTE METTA/LAGOS/NIGERIA.

6. TUNDE JOHNSON IS ELDER BROTHER OF LAGOS STATE MILITARY GOVERNOR AND MANAGING DIRECTOR OF BUSINESS COORDINATION INTERNATIONAL (NIG.) LTD., A RAPIDLY GROWING NIGERIAN FIRM INVOLVED IN SHIPPING, TRANSPORTATION, CREATIVE ARTS, PHARMACEUTICALS, MANAGEMENT CONSULTANCY, AND QUOTE BUSINESS RELATIONS UNQUOTE. WTDR IN PREPARATION. HIS ROLE AS HE ENVISAGES IT WOULD BE MAKE USE OF POLITICAL CONNECTIONS TO RUN INTERFERENCE FOR U.S. PARTNER. THIS IS TRADITIONAL AND INDISPENSABLE FUNCTION IN NIGERIAN CONTEXT. ADDRESS AS FOLLOWS: LIMITED OFFICIAL USE

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WESTERN HOUSE/8-10 YAKUBU GOWON STREET/P.O. BOX 116/LAGOS/
TEL. 24279/TELEX: C/O 21266/CABLE: BISCORDINT LAGOS.

7. HARDLY NECESSARY TO EMPHASIZE IMPORTANCE OF THIS CONTRACT, NOT ONLY IN ITS OWN RIGHT, BUT ALSO FOR U.S. EXPORT SALES OF ALL TYPES OF EQUIPMENT AND SERVICES TO NRC OVER NEXT 10-15 YEARS. AN ENGINEERING FIRM WITH TOP CREDENTIALS IS ESSENTIAL. IF MEPD CAN FIND ONE THAT IS INTERESTED, WOULD STRONGLY

RECOMMEND FIRM SEND TEAM TO LAGOS TO MEET WITH JOHNSON AND PREPARE PROPOSAL ON SPOT. EMBASSY IS IN PROCESS OF TRYING TO COLLECT GRADIENT DIAGRAMS, DRAWINGS AND OTHER TECHNICAL INFORMATION THAT WOULD BE OF HELP IN THIS EFFORT. FACT THAT SELECTION OF CONSULTANT IS BEING KEPT UNDER WRAPS WOULD INDICATE THAT COMPETITION WILL BE STIFF.

3. ABOVE INFORMATION SHOULD BE TREATED LOU TO EXTENT THAT IT SHOULD BE COMMUNICATED TO INTERESTED COMPANIES ON CONFIDENTIAL BASIS. IT SHOULD NOT BE PUBLISHED NOR SHOULD COMPANIES REVEAL JOHNSON AS SOURCE OF INFORMATION TO NIGERIAN AUTHORITIES.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, RAILROADS, TRADE OPPORTUNITY REPORTS, PROGRAMS (PROJECTS)
Control Number: n/a
Copy: SINGLE
Draft Date: 12 NOV 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: cunninfx
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974LAGOS10454
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740326-1004
From: LAGOS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741151/aaaabrdo.tel
Line Count: 127
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: (A) LAGOS 9632 AND PREVIOUS;
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 03 SEP 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 SEP 2002 by WorrelSW>; APPROVED <13 MAR 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: RAILWAY DEVELOPMENT
TAGS: BGEN, ELTN, NI
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005